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(54) Title: TIER-DRIVEN REVERSE AUCTION SYSTEM AND METHOD FOR ELECTRONIC COMMERCE

(57) Abstract: Methods and systems for selling goods (figure 1) and services involve the formation of a contractual alliance of distribution associates, promotion of sales of predefined goods offered by the distribution associates via a centralized web site, and a tier (302) driven reverse auction.

INTERNATIONAL SEARCH REPORT

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A. CLASSIFICATION OF SUBJECT MATTER														
IPC(7) : G06F 17/60; 3/14, 7/38 US CL : 705/1,26,27,37 According to International Patent Classification (IPC) or to both national classification and IPC														
B. FIELDS SEARCHED														
Minimum documentation searched (classification system followed by classification symbols) U.S. : 705/1,26,27,37														
Documentation searched other than minimum documentation to the extent that such documents are included in the fields searched														
Electronic data base consulted during the international search (name of data base and, where practicable, search terms used) DIALOG search terms: buy\$\$, sell\$\$, auction, internet, bid\$, database, B2B, B2C, location														
C. DOCUMENTS CONSIDERED TO BE RELEVANT														
Category*	Citation of document, with indication, where appropriate, of the relevant passages	Relevant to claim No.												
Y	WILDSTROM. STEVEN. In search of the paperless contract Business Week, October 1994, page 14.	1-18												
Y	US 5,835,896 A (Fisher et al) 10 November 1998, col 3.	1-18												
<input type="checkbox"/> Further documents are listed in the continuation of Box C. <input type="checkbox"/> See patent family annex.														
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Name and mailing address of the ISA/US Commissioner of Patents and Trademarks Box PCT Washington, D.C. 20231 Facsimile No. (703) 305-3230		Authorized officer <i>Peggy Hamed</i> RICH WEISBERGER Telephone No. (703) 308-4408												